The Canadian Context

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The Importance of Multi Family Market Housing in Canada

Ontario – 1998 - Condominium Act in place for over 25 years

BC – 2005 - Real Estate Development and Marketing Act ("REDMA")

Alberta – 2018 - Condominium Property Act - framework cleaned up concerns



Rental vs Market - 2022 Housing Starts:

- **BC** Multi family market housing 77% of housing starts
 - Rental is 30% of the overall housing starts
- **AB** Multi family market housing 46% of housing starts
 - Rental is 28% of the overall housing starts but 70% of apartments starts.
- **ON** Multi family market housing 83% of housing starts
 - 85% of apartments starts are market housing.



Key Components:

- Presales Requirements
- Deposit % Requirements
- Capital Stack reconfiguration
- Construction Lender Commitment
- Consumer Protection



Benefits to the Financing Structure

Deposit Insurance as a source of capital

Borrowing Costs



Budget Support



Equity Requirements



Lenders' Loan to Cost



